



G-Cloud 15 Product offering

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About Us

NatQuest is a UK-based digital transformation and AI solutions provider specialising in procurement, tenders, supply chain and commercial transformation for the public sector. We help contracting authorities modernise procurement operations, improve transparency, and deliver better value for money through secure, compliant and responsible use of digital and AI technologies.

We combine deep procurement domain expertise with technology-enabled delivery, supporting public sector organisations to move away from manual, fragmented processes towards efficient, auditable and data-driven procurement models. Our services are designed specifically for regulated environments where compliance, fairness, accountability and governance are critical.

NatQuest delivers solutions across the UK and internationally, working with public sector bodies, government-adjacent organisations and regulated enterprises. Our focus is always on practical delivery and measurable outcomes rather than theoretical or advisory-only engagements.

Digital, AI and Transformation Capability for Public Sector Procurement

NatQuest has proven capability in delivering digital, AI-enabled and operational transformation services tailored to public sector procurement and commercial functions.

We support contracting authorities across the procurement lifecycle, including:

- Digital transformation of end-to-end procurement and tendering processes
- AI-assisted tender development, evaluation and compliance checking
- Automation of repetitive and time-intensive procurement activities
- Procurement process redesign aligned to public sector policy and frameworks
- Data-driven insights to improve procurement performance and supplier outcomes
- Responsible adoption of AI with clear governance and human oversight

All solutions are designed to align with UK public sector requirements for transparency, auditability, data protection and explainability, ensuring that AI supports – rather than replaces – professional judgement and accountability.

Our Approach

Our approach is agile, outcome-focused and collaborative, enabling public sector organisations to adopt digital and AI capabilities safely and at an appropriate pace.

We follow four core principles:

1. Understand the operating context

We work closely with stakeholders to understand procurement objectives, regulatory requirements, digital maturity and organisational constraints.

2. Design for compliance and assurance

Solutions are designed with compliance, auditability and governance embedded from the outset, supporting public sector accountability obligations.

3. Deliver iteratively using agile methods

We apply agile delivery methods, enabling early value, reduced risk, and continuous refinement based on user feedback and operational insight.

4. Embed capability and support change

We provide training, documentation and knowledge transfer to ensure sustainable adoption and long-term value.

This approach supports both short-term engagements and larger transformation programmes delivered through the G-Cloud framework.

Technology-Enabled Expertise as a Service – SCMGenius AI

NatQuest delivers services through SCMGenius AI, our technology-enabled “expertise as a service” platform for procurement and supply chain transformation.

SCMGenius AI combines:

- Secure AI-powered procurement and tendering tools
- Structured digital workflows that support evaluation, compliance and audit

- On-demand access to experienced, CIPS-qualified procurement professionals

This model enables public sector organisations to access flexible, scalable expertise supported by digital and AI capabilities, without the rigidity or cost of traditional consultancy models. Services can be delivered remotely and securely, tailored to specific procurement challenges or transformation objectives.

Innovation and Agile Delivery

Innovation at NatQuest is focused on practical improvement and responsible adoption, not experimentation for its own sake. We continuously innovate to help public sector clients improve efficiency, consistency and outcomes while maintaining control and compliance.

Our agile delivery approach includes:

- Incremental deployment of digital and AI capabilities
- User-centred design aligned to real procurement workflows
- Continuous feedback loops and rapid iteration
- Clear delivery milestones and measurable outcomes
- AI capabilities introduced with clear human oversight and controls

This ensures solutions remain adaptable to policy changes, organisational needs and evolving procurement requirements.

Quality, Security and Professional Standards

NatQuest operates to high standards of quality, security and professional assurance.

- Cyber Essentials Certified

We are certified under the UK Government's Cyber Essentials scheme, demonstrating compliance with baseline cyber security controls to protect systems and data against common threats.

- CIPS-Qualified Expertise

Our delivery teams include CIPS-qualified procurement professionals, ensuring all services are grounded in recognised procurement best practice, ethical standards and regulatory understanding.

- Digital Innovation Engagement

NatQuest is an ecosystem member of the Digital Cooperation Organisation (DCO) ecosystem, reflecting our active engagement with the digital economy globally.

- Secure, Auditable Delivery

Our platforms and services are designed with role-based access, audit trails and data protection by design, supporting transparency and assurance requirements.

Sustainability and Responsible Business

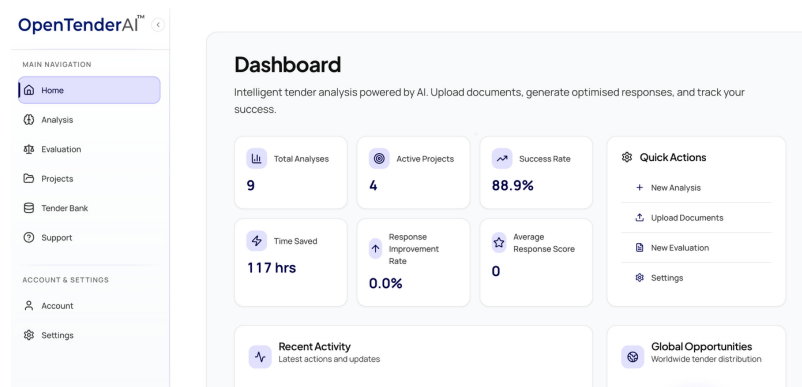
NatQuest is a member of the SME Climate Hub, reflecting our commitment to responsible business practices and climate action. We recognise that efficient, transparent and digitally enabled procurement can play a key role in reducing waste, improving resource efficiency and supporting sustainable supply chains across the public sector.

We are also committed to ethical and responsible use of AI, ensuring transparency, explainability, proportionality and human accountability are embedded in all solutions we deliver.

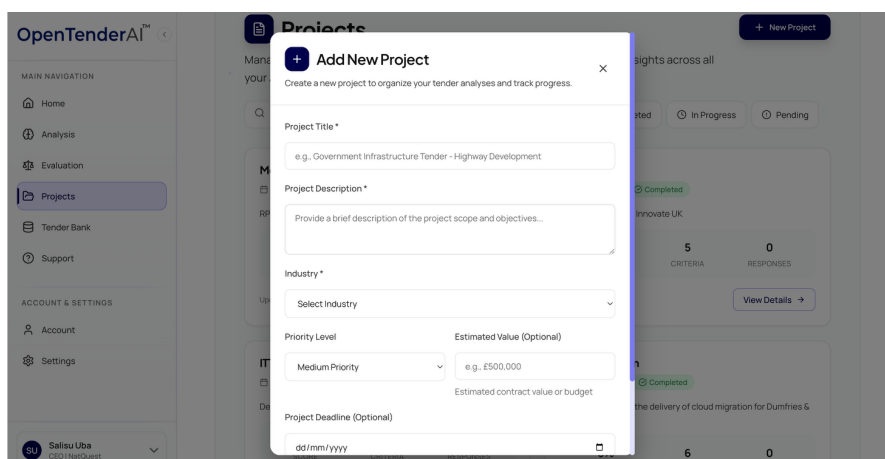
About OpenTender.AI

Intelligent Procurement Tender Management Platform (SaaS)

OpenTender.AI is an intelligent, AI-powered procurement tender management platform delivered as a secure Software as a Service (SaaS) solution. It is purpose-built to support public sector organisations in managing, evaluating and responding to tenders more efficiently, consistently and transparently, while maintaining full compliance with regulatory and governance requirements.

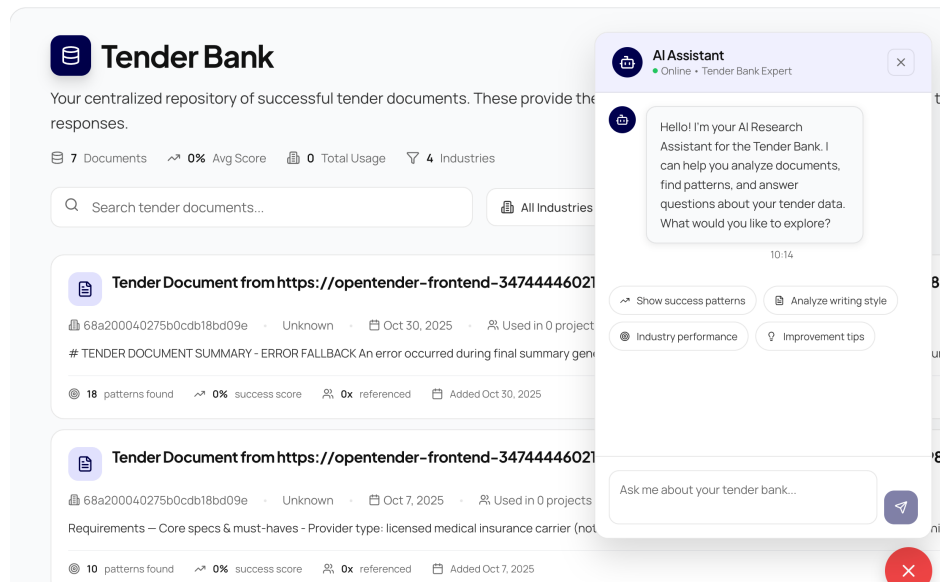


Designed for use across regulated procurement environments, OpenTender.AI supports the full tender lifecycle, from tender creation and bid response through to evaluation, compliance checking and audit-ready reporting. The platform reduces manual effort, improves quality and consistency, and enables procurement teams to make better-informed decisions with clear human oversight.



Purpose-Built for Public Sector Procurement

OpenTender.AI has been designed specifically to address the challenges faced by public sector procurement teams, including complex documentation, time pressures, compliance requirements and the need for transparent, auditable decision-making.



The platform supports:

- Public sector tendering and RFX processes (RFPs, ITTs, RFQs)
- Structured and consistent tender evaluation workflows
- Compliance checking against defined criteria and mandatory requirements
- Fair, repeatable and explainable scoring and assessment processes

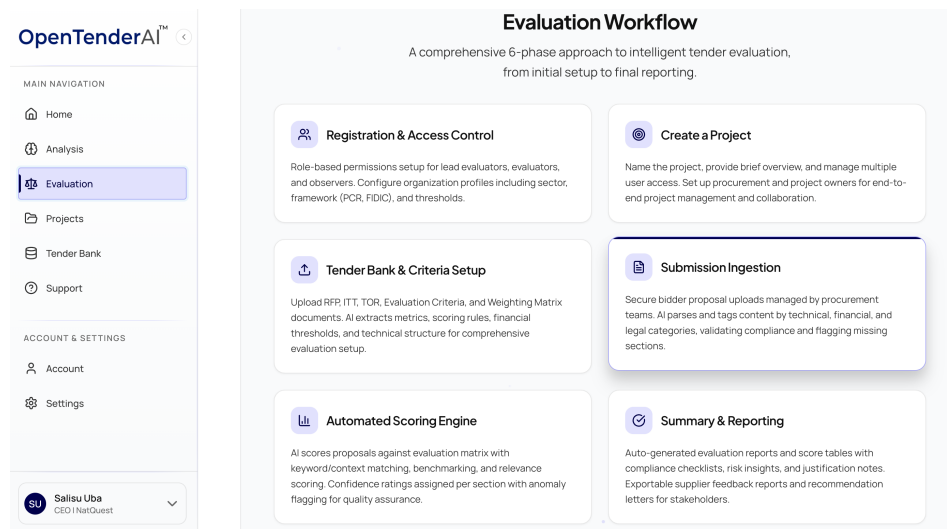
All AI-assisted functionality is designed to augment professional judgement, not replace it, ensuring accountability remains with the contracting authority at all times.

Intelligent, AI-Assisted Capabilities

OpenTender.AI uses applied artificial intelligence to streamline and enhance procurement activities, including:

- AI-assisted tender drafting and bid response support
- Automated extraction and structuring of tender requirements
- Intelligent mapping of responses against evaluation criteria

- Consistency checks and compliance validation
- Insight generation from historical tender data



AI outputs are transparent and reviewable, with users retaining full control over decisions, edits and approvals.

Secure, Cloud-Based SaaS Delivery

OpenTender.AI is delivered as a secure, cloud-based SaaS platform, enabling rapid deployment without the need for on-premise infrastructure. The platform supports remote access, role-based permissions and collaborative working across procurement, commercial and evaluation teams.

Key SaaS characteristics include:

- Browser-based access with no local installation required
- Secure hosting with role-based access controls
- Scalable usage aligned to organisational needs
- Regular updates and enhancements delivered centrally
- Clear audit trails and activity logging

The platform is suitable for use across multiple departments or procurement projects within a single organisation.

Compliance, Assurance and Responsible AI

OpenTender.AI has been designed with public sector assurance requirements at its core. The platform supports transparency, auditability and governance throughout the tender lifecycle.

Key principles include:

- Human oversight embedded in all AI-assisted processes
- Full audit trails for actions, scoring and decisions
- Secure handling of data in line with UK public sector expectations
- Responsible and explainable use of AI

This ensures OpenTender.AI can be adopted confidently within regulated procurement environments.

Value for Public Sector Organisations

By using OpenTender.AI, public sector organisations can:

- Reduce time spent on tender management and evaluation
- Improve consistency and quality of tender assessments
- Strengthen compliance and reduce manual errors
- Increase transparency and audit readiness
- Support fairer, more objective procurement outcomes

OpenTender.AI enables procurement teams to focus on strategic value and professional judgement, rather than administrative burden.

About the Product Definition

Intelligent Procurement Tender Management Platform

Description

NatQuest offers Opentender AI, a cloud-based procurement tender management platform for drafting, reviewing and evaluating tenders. The platform is intelligent and compliant with best practices in public procurement tender management.

Features

- AI-Powered Tender Document Analysis and Requirement Extraction
- Automated Response Generation from Secure Private Knowledge Base
- Real-Time Streaming Progress Updates During Document Processing
- Multi-Format Document Processing with OCR for Scanned PDFs
- Automated Evaluation and Scoring Against Weighted Tender Criteria
- Private Tender Bank with Intelligent Semantic Search Retrieval
- Built-In Review Checkpoints for Human Oversight and Approval
- Role-Based Access Control with Comprehensive Audit Trail Logging
- Enterprise-Grade Encryption for Data at Rest and in Transit
- Customisable AI Outputs Matching Organisation Tone and Style

Benefits

- Reduce Tender Response and Evaluation Time by Up to 70%
- Automatically Extract Requirements from Complex Tender Documents
- Ensure Consistent Quality and Tone Across All Tender Submissions

- Reuse Proven Tender Responses from Your Secure Knowledge Bank
- Score and Evaluate Tender Submissions Against Predefined Weighted Criteria
- Free Procurement Teams to Focus on Strategic Decision-Making
- Make Defensible Evaluation Decisions Backed by Transparent Scoring Evidence
- Meet Governance and Compliance Requirements with Automatic Audit Records
- Reduce Risk of Missed Requirements or Evaluation Criteria
- Maintain Full Human Control Over Every AI-Assisted Output